



Car Hire: Haulage Guidelines



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Preface

This document is based on work done in 1995 and 1996 by the Haulage Technical Advisory Group formed by the ISM Implementation Task Force. Introduction on page 2 is taken directly from the document published in 1996 by the Haulage TAG. The section on trip plan information exchange for haulage situations has been removed since it is now covered by the rail EDI guidelines. Subsequent sections have been updated to reflect current TRAIN II reporting options.

This document should serve to foster discussion focused on defining an information exchange solution that permits all parties involved in a haulage movement the opportunity to be aware of all relevant information in time to act on it. Once the information exchange solution has been defined, business practice and data reporting issues can be identified, and plans developed for their remediation.

If any significant changes/updates are made to this documentation, it will be noted here as necessary.

Disclaimer: The purpose of these Haulage Guidelines is to communicate an understanding of how trip management, trip planning, and trip evaluation for the major types of haulage can be handled in the Interline Service Management (ISM) environment [ISM provides support for railroad industry agreements for handling freight and freight cars among participating rail carriers]. The goal of this document is to provide a suggested framework concerning information exchange for a haulage agreement, alternatives for various types of information exchange impacted by a haulage agreement, a suggested haulage agreement checklist, and sample EDI protocols. The information provided in this document is not meant to place any restriction on commercial arrangements between any railroads or between any railroad and its customers. The examples and scenarios highlighted on these pages have been compiled for educational purposes and should be used solely as a guideline documenting common haulage situations and handling. Guidelines are not intended to be used as industry accepted rules for handling of haulage situations and reference or adherence to the Guidelines are solely within the user's discretion.

I. Introduction

Haulage Guidelines for Information Exchange

EXECUTIVE SUMMARY

Haulage is an arrangement where one rail carrier handles cars and/or trains for another carrier over a specified segment of track or piece of geography without being identified in the linehaul waybill route of movement or sharing in the interline division of freight charges. Haulage can occur in any part of the physical route of movement but should not be confused with other arrangements between carriers such as trackage rights, contract switching, and others. Many carriers now participate in haulage, and the number of haulage arrangements is expected to grow.

This document describes various ways of achieving the key information exchanges necessary during the course of equipment moving under haulage. Information is exchanged between the carriers that are party to the haulage agreement, between one or both of those carriers and Railinc, and between one or both of those carriers and other carriers that participate in the rail movement. Key information exchanges for the movement include:

- a) shipment handling (waybill 417 and 404) information necessary
- b) trip plan information
- c) events occurring as the equipment moves
- d) prior notification of interchanges (i.e., advance consist 418)

In a haulage situation the key information cannot be exchanged in the normal way among the parties because one carrier (named in the waybill) has the relationship with the customer and controls the waybill information, while the other carrier is in physical possession of the equipment and controls the actual operating information. Both carriers require some or all of both the waybill and operating information. Railinc and any connecting carriers also need certain information.

The potential confusion is increased by the fact that haulage agreements do not assign responsibilities for information exchange and related matters in a standard way- some agreements specify that the carrier in the waybill has certain duties, others leave those duties to the carrier in physical possession of the equipment, while still others do not clearly assign the responsibilities at all. Haulage agreements are driven by marketing and/or operating consideration and the responsibilities of the parties may not be circumscribed by an industry standard. This document includes a list of common requirements for haulage agreements that leave the decisions up to the carriers. If these common requirements are included in haulage agreements the specific responsibilities in any particular haulage arrangement would be clarified for the various functional implementers.

Some of the alternatives described in this document are already in use, while some would require new business processes and systems development at carriers and Railinc. The necessary Railinc development would require approval from the appropriate committees.

A. Definition of Haulage & Key Haulage Terms

This document deals with haulage issues. Haulage itself and various other terms used are defined below.

Destination Switch (DS) Carrier	The <i>switch carrier</i> serving the plant or industry to which the car terminates.
Forward and Store (F&S)	A rail industry system developed to facilitate a timely notification of forwarded traffic to carriers participating in an interline rail movement. The originating railroad sends a waybill message (EDI 417) to F&S that checks the transaction for compliance to format and syntax standards. If the initial edits pass, the waybill is then forwarded to other railroads in the route of the freight movement. A copy of the 417 is also provided to the TRAIN II system for posting during the next update cycle to ensure the timeliness of the TRAIN II waybill data, thereby enhancing the value of that system for interline tracing. F&S also edits and forwards trip plans.
Haulage	<p>An arrangement where one carrier (known as the Haulage Movement Carrier) handles equipment for another carrier (known as the Haulage Rights Carrier) over a specified segment or track or piece of geography without being identified in the linehaul waybill route of movement or sharing in the interline division of freight charges. The Haulage Movement Carrier's participation can start at origin, end at destination, or take place between linehaul carrier(s).</p> <p>Haulage is a method for the Haulage Rights Carrier to establish itself as providing service at stations along a track segment or a piece of geography without having to make capital purchase of physical plant or physically providing operating services.</p> <p>Haulage agreements differ in their assignment of responsibilities pertaining to aspects of equipment movements not directly impacting the customer. Some haulage agreements specify the HR Carrier to be responsible for items such as the car hire time and mileage charges of the haulage move. Other agreements specify that the Haulage Movement Carrier is responsible for one or more of these items.</p> <p>Regardless of the scope or assignment of responsibilities, haulage situations raise questions concerning exchange of various types of Information - including waybill data, events, and trip plans. These questions are already settled for most normal interline movements, with guidelines and standards available.</p>
Haulage Rights (HR) Carrier	The carrier named in the linehaul waybill.

I. Introduction

Haulage Movement (HM) Carrier	The Carrier not named in the linehaul waybill, but physically transporting the equipment moved under the haulage agreement with the HR Carrier.
Interchange (I/C)	The transfer of cars from one railroad to another at a common junction point.
Liability Continuity System (LCS)	A system that uses industry approved rules to assess interchange and car movement events reported by carriers to determine car hire liability. LCS provides data to end users via the TRAINII system (TRAIN 61, 62, 63, and 69). There is no direct user interface with LCS. Refer to the <i>TRAINII User Manual</i> for additional information.
Linehaul (LH) Carrier	A rail carrier that collects or receives revenue, in accordance with the Freight Mandatory Rules, for the movement of freight between two stations that are not located within the <i>switch limits</i> of each other.
Origin Switch (OS) Carrier	The <i>switch carrier</i> serving the plant or industry from which the car originates.

B. Document Purpose & Background

The ISM Implementation Task Force created the Haulage Technical Advisory Group (TAG) on November 9, 1995, with the assignment to: “Develop and communicate an understanding of how trip management, trip planning, and trip evaluation for the major types of haulage can be handled in the ISM environment”.

In 2006, a new Haulage TAG was formed and updated this document. This document provides the reader:

- the rationale for this work and those involved
- the minimum requirements concerning information exchange for a haulage agreement
- alternatives for various types of information exchange impacted by a haulage agreement
- suggested haulage agreement checklist
- sample EDI protocols

The information provided in this document is not meant to place any restriction on commercial arrangements between any railroads or between any railroad and its customers.

II. Haulage Scenarios

A. Origin Haulage

- **Haulage Movement (HM) Carrier to Haulage Rights (HR) Carrier**
- OR
- **Origin Switch (OS) to Haulage Movement (HM) Carrier to Haulage Rights (HR) Carrier**

1. Definition & Description

In origin haulage, the HM Carrier is the origin carrier for the initial movement of the equipment under the haulage agreement. The HM Carrier performs the first leg of the trip for the HR Carrier, and then delivers the equipment to the HR Carrier.

Prior to trip start in origin haulage the HR Carrier needs to provide the HM Carrier the necessary information to direct the handling of the shipment, denote it as a haulage shipment, and other information as necessary per the agreement. (See [IV. Waybill Information Exchange Guidelines](#) on page 20 for the alternatives.)

2. Different Types of Origin Haulage & Basic Handling

This section describes in further detail the information exchange necessary to carry out origin haulage in different situations.

a. Basic Origin Haulage: Haulage Movement (HM) Carrier to Haulage Rights (HR) Carrier

Situation 1: Equipment Placed for HR Carrier by HM Carrier (equipment in HR Carrier account already)

In Situation 1 below the original car order from the customer was filled in expectation that the shipment would be made under the haulage arrangement.

These steps are followed:

1. 404 sent to HR Carrier
2. HR Carrier sends haulage 417 sent to HM Carrier
3. At release, HM Carrier prepares pull instructions
4. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc)
5. HM Carrier sends 418 to HR Carrier
6. Physical I/C HM>HR (and haulage ends)

II. Haulage Scenarios

Example of Haulage 417 sent to Haulage Movement (HM) Carrier

The HR Carrier (BNSF below) would provide the HM Carrier (UP below) the following information to move equipment in haulage from haulage origin (Origin, TX below) to haulage destination (Interchange, TX below) and interchange the equipment to the HR Carrier (BNSF). In addition to other pertinent information normally provided to safely move the car, the following information is required.

N7*BNSF*761214*184500*N*80900*****RR****6801*A****204*128
IMA*HM*BNSF
N8*461030*20140422
F9*FSAC*ORIGIN*TX
D9*FSAC*INTERCHANGE*TX**00000
N1*SH*ACTUAL SHIPPER*C5*CIF

Car ID and weight
Haulage Indicator
Waybill Number/Date
Haulage Origin
Haulage Destination
Shipper (since the HM is actually pulling the car from industry the Shipper cannot be masked)
Consignee (Masked)
(Optional)
HR Carrier
HM Carrier

N1*CN*BNSF HAULAGE*C5*CIF
R2*BNSF*S*JCT A
R2*BNSF*H*JCT A
R2*UP*M*JCT B
R2*BNSF*

HM to HR

IMA*HM
R2*HR*H*JCT A
R2*HM*M*JCT B
R2*HR*

Situation 2: Equipment Placed by HM Carrier and is in HM Carrier's account

In Situation 2 the equipment was originally placed for the HM Carrier to use for its own linehaul movement, and then loaded by the customer for movement in the route that included the haulage.

These steps are followed:

1. 404 sent to HR Carrier
2. HR Carrier sends haulage 417 sent to HM Carrier
3. If car hire responsibility changes (per the haulage agreement), interchange reporting is made with a formal Train10/31 alpha message transferring the car hire liability from the HM Carrier to the HR Carrier. Alternatively, the Haulage Start event may be used (which is in an LCS message).
4. At release, HM Carrier prepares pull instructions
5. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc).
6. HM Carrier sends 418 to HR Carrier
7. Physical I/C HM>HR (and haulage ends)

Example of Haulage 417 sent to HM Carrier

II. Haulage Scenarios

The HR Carrier (BNSF below) would provide the HM Carrier (UP below) the following information to move equipment in haulage from haulage origin (Origin, TX below) to haulage destination (Interchange, TX below) and interchange the equipment back to the HR Carrier (BNSF) at destination (Interchange, TX). In addition to other pertinent information normally provided to safely move the car, the following information is required.

N7*BNSF*761214*184500*N*80900*****RR****6801*A****204*128
IMA*HM*BNSF
N8*461030*20140422
F9*FSAC*ORIGIN*TX
D9*FSAC*INTERCHANGE*TX**00000
N1*SH*ACTUAL SHIPPER*C5*CIF

Car ID and weight
Haulage Indicator
Waybill Number/Date
Haulage Origin
Haulage Destination
Shipper (since the HM is actually pulling the car from industry the Shipper cannot be masked)
Consignee (Masked)
(Optional)
HR Carrier
HM Carrier

N1*CN*BNSF HAULAGE*C5*CIF
R2*BNSF*S*JCT A
R2*BNSF*H*JCT A
R2*UP*M*JCT B
R2*BNSF*

HM to HR

IMA*HM
R2*HR*H*JCT A
R2*HM*M*JCT B
R2*HR*

417 to F&S for this scenario will look like:

R2*HR*S*JCT
R2*LH*1

b. Origin Switch Origin Haulage (OS>HM>HR): Origin Switch (OS) to Haulage Movement (HM) Carrier to Haulage Rights (HR) Carrier

Situation 1: Equipment Placed by OS (equipment in OS account already). OS is an agent for HR carrier.

In Situation 1 below, there are 3 distinct carriers. The switch carrier is an agent of the HR carrier. (Note: The issue in this situation is how to notify the OS carrier if that carrier reports events to TRAIN II and is not to be shown in possession for this movement.)

These steps are followed:

1. 404 sent to HR Carrier
2. HR Carrier provides the origin switch 404 to the OS and the haulage 417 to the HM Carrier
3. OS interchanges equipment to HM Carrier
4. HM Carrier reports a TRAIN10/31 alpha interchange receipt to start haulage
5. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc)
6. HM Carrier sends 418 to HR Carrier
7. Physical I/C HM>HR (and haulage ends)

II. Haulage Scenarios

Example of Haulage 417 sent to HM Carrier

The HR Carrier (NS below) would provide the HM Carrier (BNSF below) the following information to move equipment in haulage from the Origin Switch carrier (ABC below) to the haulage destination (Interchange, TN below) and interchange the equipment to the HR Carrier (NS). In addition to other pertinent information normally provided to safely move the car, the following information is required.

N7*TTZX*855018*180200*E*****RR	Car ID and weight
IMA*HM	Haulage Indicator
N8*505551*20140317	Waybill Number /Date
F9*FSAC*ORIGIN*TN*****855140	Haulage Origin
D9*FSAC*INTERCHANGE*TN*****313730	Haulage Destination
N1*SH*BNSF HAULAGE*C5*CIF	Shipper (Masked or Unmasked)
N1*CN*BNSF HAULAGE*C5*CIF	Consignee (Masked)
R2*ABC*S*JCT A	OS Carrier
R2*NS*H*JCT A	HR Carrier
R2*BNSF*M*JCT B	HM Carrier
R2*NS*	

OS to HM to HR
IMA*HM
R2*OS*S*JCT A
R2*HR*H*JCT A
R2*HM*M*JCT B
R2*HR*

Situation 2: Equipment Placed by OS (equipment in OS account already). OS is NOT an agent for HR carrier.

In Situation 2 below, there are 3 distinct carriers involved in the movement of the equipment. However, the OS carrier is not an agent for the HR carrier and, therefore, only 2 carriers appear in the EDI 417.

These steps are followed:

1. 404 sent to HR Carrier
2. HR Carrier provides the origin switch 404 to the OS and the haulage 417 to the HM Carrier
3. OS interchanges equipment to HM Carrier (418 from OS to HM Carrier)
4. HM Carrier reports a TRAIN 10/31 alpha interchange receipt to start haulage
5. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc)
6. HM Carrier sends 418 to HR Carrier
7. Physical I/C HM>HR (and haulage ends)

II. Haulage Scenarios

Example of Haulage 417 sent to HM Carrier

N7*NATX*250695*183200*N*****RR
IMA*HM
N8*350837*20140416
F9*FSAC*ORIGIN*TX*****677200
D9*FSAC*INTERCHANGE*TX*****657160
N1*SH*UP HAULAGE*C5*CIF

N1*CN*UP HAULAGE*C5*CIF
R2*UP*S*JCT A
R2*UP*H*JCT A
R2*BNSF*M*JCT B
R2*UP*

Car ID and Weight
Haulage Indicator
Waybill Number/Date
Haulage Origin
Haulage Destination
Shipper (Masked or
Unmasked)
Consignee (Masked)
(Optional)
HR Carrier
HM carrier

OS to HM to HR
IMA*HM
R2*HR*S*JCT A
R2*HR*H*JCT A
R2*HM*M*JCT B
R2*HM

B. Intermediate Haulage

- **Haulage Movement (HM) Carrier to Intermediate Carrier**

1. Definition & Description

Intermediate haulage is the type of haulage where the HM Carrier is an intermediate Carrier for the equipment moved under the haulage agreement. The three basic types of intermediate haulage are:

- Receiving Intermediate Haulage – where the HM Carrier receives the movement from the HR Carrier and delivers cars to a third linehaul carrier in the name of the HR Carrier
- Delivering Intermediate Haulage – where the HM Carrier receives the movement from another linehaul Carrier (not party to the haulage agreement) and delivers the movement to the HR Carrier
- Bridge Intermediate Haulage – where the HM Carrier receives the movement from the HR Carrier and delivers the movement back to the HR Carrier at another point

2. Different Types of Intermediate Haulage & Basic Handling

This section describes in further detail the information exchange necessary to carry out intermediate haulage in different situations.

a. Receiving Intermediate Haulage (HR>HM>LH): Haulage Rights Carrier to Haulage Movement Carrier to Linehaul Carrier which is not the HR Carrier.

II. Haulage Scenarios

This involves equipment the HR Carrier gives to the HM Carrier for movement to a junction with another linehaul carrier.

The HM Carrier handles the equipment in its train from the haulage interchange point to the interchange delivery point. The equipment is delivered to another linehaul carrier in specific blocks, or they will be physically delivered mixed in with the other cars the HM Carrier is delivering from itself to another linehaul carrier.

These steps are followed:

1. 404 sent to HR Carrier
2. 417 from HR>LH through F&S
3. HR Carrier sends haulage 417 to HM Carrier
4. 418 from HR>HM
5. Physical I/C HR>HM via TRAIN10/31 alpha
6. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc)
7. 418 from HM>LH
8. Physical I/C HM>LH (and haulage ends)

Example of Haulage 417 sent to the HM Carrier

N7*BN*448907***62400*****RR****5800*A****179*128
IMA*HM
N8*989999*20140511
F9*FSAC*HAULAGE ORIGIN*MN
D9*FSAC*HAULAGE DESTINATION*MN
N1*SH*BNSF HAULAGE*C5*CIF
N1*CN*BNSF HAULAGE*C5*CIF
R2*BNSF*S*JCT A
R2*BNSF*H*JCT A
R2*CN*M*JCT B
R2*CPRS*1

Car ID and Weight
Haulage Indicator
Waybill Number/Date
Haulage Origin
Haulage Destination
Shipper Masked
Consignee Masked
Optional
HR Carrier
HM Carrier
LH Carrier

HR to HM to LH

IMA*HM
R2*HR*S*JCT A
R2*HR*H*JCT A
R2*HM*M*JCT B
R2*LH*1

b. Delivering Intermediate Haulage (LH>HM>HR): Linehaul Carrier to Haulage Movement Carrier to Haulage Rights Carrier or, rarely, (LH>HM) Linehaul Carrier to Haulage Movement Carrier

Situation 1: Linehaul Carrier to Haulage Movement Carrier to Haulage Rights Carrier

II. Haulage Scenarios

This involves equipment the HM Carrier receives in the name of the HR Carrier from a third Linehaul Carrier.

In situation 1, the HR Carrier is entitled to receive equipment from other Linehaul Carriers as though it is physically present at the junction point(s) that the HM Carrier has with the other Linehaul Carrier(s). The equipment is given to the HM Carrier to handle to some point where it interchanges to the HR Carrier.

These steps are followed:

1. 404 sent to LH Carrier
2. LH Carrier sends 417 to HR Carrier through F&S
3. HR Carrier sends haulage 417 to the HM Carrier
4. LH Carrier sends advance 418 to HM Carrier
5. Physical I/C LH>HM (and LH Carrier reports their interchange delivery to HM Carrier)
6. HM Carrier reports a TRAIN10/31 alpha interchange receipt
7. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc)
8. HM Carrier sends 418 to HR Carrier
9. Physical I/C HM>HR (and haulage ends)

Example of Haulage 417 sent to the HM Carrier

N7*BNSF*481647*222669*N*62400*****RR****6001*A****186*128
IMA*HM
N8*344628*20140514
F9*FSAC*HAULAGE ORIGIN*TN
D9*FSAC*HAULAGE DESTINATION*TN
N1*SH*CSXT HAULAGE*C5*CIF
N1*CN*CSXT HAULAGE*C5*CIF
R2*NS*S*JCT A
R2*CSXT*H*JCT A
R2*BNSF*M*JCT B
R2*CSXT*1

Car ID and Weight
Haulage Indicator
Waybill Number/Date
Haulage Origin
Haulage Destination
Shipper Masked
Consignee Masked
LH Carrier
HR Carrier
HM Carrier

LH to HM to HR
IMA*HM
R2*LH*S*JCT A
R2*HR*H*JCT A
R2*HM*M*JCT B
R2*HR*1

Situation 2: Linehaul Carrier to Haulage Movement Carrier

In situation 2, rarely used, the HR Carrier is entitled to receive equipment from other Linehaul Carriers as though it is physically present at the junction point(s) that the HM Carrier has with the other Linehaul Carrier(s). The equipment in this situation is interchanged from the Linehaul

II. Haulage Scenarios

Carrier to the HM Carrier for placement at destination. (Note: the HR Carrier does not physically move the equipment.)

These steps are followed:

1. 404 sent to LH Carrier
2. LH Carrier sends 417 to HR Carrier through F&S
3. HR Carrier sends haulage 417 to the HM Carrier
4. LH Carrier send advance 418 to HM Carrier
5. Physical I/C LH>HM (and LH Carrier reports their interchange delivery to HM Carrier)
6. HM Carrier reports a TRAIN10/31 alpha interchange receipt
7. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc)
8. HM Carrier places equipment at customer

Example of Haulage 417 sent to the HM Carrier

N7*CCBX*6046*115000*N*78300*****TN****6003*A****186*128
IMA*HM
N8*148789*20140513
F9*FSAC*HAULAGE ORIGIN*IA
D9*FSAC*DESTINATION*IA**00000
N1*SH*BNSF HAULAGE*C5*CIF
N1*CN*CONSIGNEE*C5*CIF
R2*UP*S*JCT A
R2*BNSF*H*JCT A
R2*NS*M*

Car ID and Weight
Haulage Indicator
Waybill Number/Date
Haulage Origin
Destination
Shipper Masked
Consignee Unmasked
LH Carrier
HR Carrier
HM Carrier

LH to HM
IMA*HM
R2*LH*S*JCT A
R2*HR*H*JCT A
R2*HM*M

c. Bridge Intermediate Haulage (HR>HM>HR): Haulage Rights Carrier to Haulage Movement Carrier to Haulage Rights Carrier

This involves equipment the HR Carrier gives to the HM Carrier for movement to another junction, where the equipment is given back to the HR Carrier.

The HM Carrier handles the equipment in its train from the haulage interchange point to the delivery point. The equipment is delivered to the HR Carrier in specific blocks, or it will be physically delivered mixed in with the other cars the HM Carrier is delivering.

II. Haulage Scenarios

These steps are followed:

1. 404 to HR Carrier for local shipment on HR Carrier. Additionally, may be preceded or succeeded by another linehaul which would result in 417 usage.
2. HR Carrier sends haulage 417 to HM Carrier
3. 418 from HR>HM
4. Physical I/C HR>HM via TRAIN10/31 alpha
5. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc)
6. 418 from HM>HR
7. Physical I/C HM>HR (and haulage ends)

Example of Haulage 417 sent to the HM Carrier

N7*ATSF*68223*176220*N*67200*****RR****5904*A****174*127
IMA*HM
N8*103495*20140529
F9*FSAC*HAULAGE ORIGIN*TX
D9*FSAC*HAULAGE DESTINATION*TX**00000
N1*SH*BNSF HAULAGE*C5*CIF
N1*CN*BNSF HAULAGE*C5*CIF
R2*BNSF*I*JCT A
R2*BNSF*H*JCT A
R2*TIBR*M*JCT B
R2*BNSF*1

Car ID and Weight
Haulage Indicator
Waybill Number/Date
Haulage Origin
Haulage Destination
Shipper Masked
Consignee Masked
Optional
HR Carrier
HM Carrier
HR Carrier

HR to HM to HR

IMA*HM
R2*HR*I*JCT A
R2*HR*H*JCT A
R2*HM*M*JCT B
R2*HR*1

C. Terminating Haulage (HR>HM or HR>HM>DS)

1. Definition & Description

In terminating haulage, the HM Carrier is the destination carrier for the movement or the equipment under the haulage agreement. The HM Carrier receives the equipment from the HR Carrier for placement at destination or delivery to a destination switch carrier.

The HR Carrier needs to provide the HM Carrier the necessary information to direct the handling the equipment to destination and to denote it as a haulage shipment prior to the physical delivery to the HM Carrier.

2. Different Types of Terminating Haulage & Basic Handling

a. Basic Destination Haulage (HR>HM): Haulage Rights Carrier to Haulage Movement Carrier

This involves equipment placed for the HR Carrier by the HM Carrier.

These steps are followed:

1. HR Carrier sends haulage 417 to HM Carrier
2. 418 from HR>HM
3. HR Carrier interchanges equipment to HM Carrier with TRAIN 10/31 alpha
4. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc)
5. Placement at destination

Example of Haulage 417 sent to the HM Carrier

N7*NAHX*610293*174400*N*67500*****RR****6803*A****185*128
IMA*HM*BNSF
N8*365411*20140602
F9*FSAC*HAULAGE ORIGIN*TX
D9*FSAC*DESTINATION*TX*****
N1*SH*BNSF HAULAGE*C5*CIF
N1*CN*CONSIGNEE*C5*CIF
R2*BNSF*S*JCT A
R2*BNSF*H*JCT A
R2*UP*M

Car ID and Weight
Haulage Indicator
Waybill Number/Date
Haulage Origin
True Destination
Shipper Masked
Consignee Unmasked
Optional
HR Carrier
HM Carrier

HR to HM

IMA*HM
R2*HR*S*JCT A
R2*HR*H*JCT A
R2*HM*M

b. Destination Switch Destination Haulage (HR>HM>DS): Haulage Rights Carrier to Haulage Movement Carrier to Destination Switch Carrier

Situation 1: Equipment is delivered by DS. DS is an agent for HR Carrier.

In Situation 1 below, there are 3 distinct carriers. The switch carrier is an agent of the HR carrier.

These steps are followed:

1. HR Carrier sends haulage 417 to HM Carrier
2. HR Carrier sends destination switch waybill to DS Carrier

II. Haulage Scenarios

3. 418 from HR>HM
4. HR Carrier interchanges equipment to HM Carrier with TRAIN10/31 alpha
5. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc)
6. 418 from HM>DS
7. Physical interchange HM>DS (and haulage ends)

Example of Haulage 417 send to the HM Carrier

N7*BNSF*516244***77700*****RR****7203*A****110*124
IMA*HM*BNSF
N8*989999*20140601
F9*FSAC*HAULAGE ORIGIN*AR
D9*FSAC*HAULAGE DESTINATION*AR**00000
N1*SH*BNSF HAULAGE*
N1*CN*BNSF HAULAGE*
R2*BNSF*A*JCT A
R2*BNSF*H*JCT A
R2*UP*M*JCT B
R2*AM*D

Car ID and Weight
Haulage Indicator
Waybill Number/Date
Haulage Origin
Haulage Destination
Shipper Masked
Consignee Masked
Optional
HR Carrier
HM Carrier
DS Carrier

HR>HM>DS

IMA*HM
R2*HR*A*JCT A
R2*HR*H*JCT A
R2*HM*M*JCT B
R2*DS*D

Situation 2: Equipment is delivered by DS. DS is NOT an agent for HR Carrier.

In Situation 2 below, there are 3 distinct carriers involved in the movement of the equipment. However, the DS carrier is not an agent for the HR carrier and, therefore, only 2 carriers appear in the EDI 417.

These steps are followed:

1. HR Carrier sends haulage 417 to HM Carrier
2. HM Carrier sends destination switch waybill to DS Carrier
3. 418 from HR>HM
4. HR Carrier interchanges equipment to HM Carrier with TRAIN10/31 alpha
5. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc)
6. 418 from HM>DS
7. Physical interchange HM>DS (and haulage ends)

Example of Haulage 417 sent to the HM Carrier

II. Haulage Scenarios

N7*NAHX*610293*174400*N*67500*****RR****6803*A****185*128
IMA*HM*BNSF
N8*365411*20140602
F9*FSAC*HAULAGE ORIGIN*TX
D9*FSAC*HAULAGE DESTINATION*TX*****
N1*SH*UP HAULAGE*C5*CIF
N1*CN*CONSIGNEE*C5*CIF
R2*UP*S*JCT A
R2*UP*H*JCT A
R2*KCS*M

Car ID and Weight
Haulage Indicator
Waybill Number/Date
Haulage Origin
Haulage Destination
Shipper Masked
Consignee Unmasked
Optional
HR Carrier
HM Carrier

HR to HM
IMA*HM
R2*HR*S*JCT A
R2*HR*H*JCT A
R2*HM*M

D. Double Haulage Movement Scenarios

1. Definition & Description

Double Haulage Movement is defined when the HM carrier is listed as the Origin HM Carrier **and** the Terminating HM Carrier, *on the same waybill*, **or the Origin Haulage Carrier and the Destination Switch Carrier, or some variation thereof**. The Haulage 417 examples provided throughout sections II. Haulage Scenarios A, B, and C are still applicable. The preferred method would be that the HM carrier should receive the EDI's chronologically and staggered in the order the movement physically occurs and never have both origin and destination EDI's active at the same time.

2. Handling of Double Haulage Movement

a. Double Haulage Movement

These steps are followed:

1. 404 sent to HR Carrier
2. HR Carrier sends origin haulage 417 to HM Carrier
3. At release, HM Carrier prepares pull instructions
4. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc)
5. HM Carrier sends 418 to HR Carrier
6. Physical interchange HM>HR (and haulage ends)

Example of Haulage 417 sent to the HM Carrier

See examples from Section II. Haulage Scenarios A. Origin Haulage 2. Different Types of Origin Haulage & Basic Handling a or b whichever is applicable.

II. Haulage Scenarios

After the origin haulage movement is complete and active in the HR Carriers inventory the terminating haulage EDI message should be generated.

These steps are followed:

1. HR Carrier sends haulage 417 to HM Carrier
2. 418 from HR>HM
3. HR Carrier interchanges equipment to HM Carrier with TRAIN 10/31 alpha
4. Movement occurs and events are reported by HM Carrier (converted to HR at Railinc)
5. Placement at Destination

Example of Haulage 417 sent to the HM Carrier

See examples from Section II. Haulage Scenarios C. Terminating Haulage 2. Different Types of Terminating Haulage & Basic Handling a or b whichever is applicable.

III. Common Requirements for Haulage Agreements

To support information exchange between the parties to a haulage agreement and between these parties and others with a legitimate interest in information concerning the movement, the following common information should be covered in each haulage agreement or determined separately by the parties to the agreement and clearly identified as pertaining to the agreement.

A. List of Common Requirements

1. Instructions to HM Carrier specifying how to move equipment (417). See sample haulage waybills in [IV. Waybill Information Exchange Guidelines](#) on page 20. Haulage agreement should include reference to how the HM Carrier will receive the (waybill) information necessary to:

- Direct the handling of the equipment
- Agreed upon routing for haulage waybill (R2 segments)
- Customs requirements

It is recommended that where roads mask the shipper and consignee it should be done uniformly by populating the field with the SCAC then the word 'haulage' (for example, replace the shipper with "CSXT haulage"). It is mandatory to include the IMA segment with the HM qualifier in the haulage waybill.

2. HR Carrier requires knowledge of HM Carrier events.

Haulage agreements should include reference to any responsibilities the HM Carrier has in getting the HR Carrier the event information necessary for trip management, shipment visibility, or other activities. (The HR Carrier may receive the event information direct from the HM Carrier or from another source such as TRAIN76.)

3. HR Carrier responsible for timely and accurate updating of Industry Reference Files (IRFs).

When the HR Carrier is establishing a presence at any location through the haulage agreement and plans to provide information to Railinc and other parties indicating that presence, the haulage agreement should note that the HR Carrier is responsible for timely and accurate updating of any Industry Reference Files used in the reporting of the information. At a minimum, this will include stations, interchange locations and the haulage agreement.

4. HR Carrier and HM Carrier should consider and, where applicable, agree on responsibility and documented procedures for:

- Car hire
- Taxes and tax reporting
- Demurrage
- Regulatory reporting
- Customs requirements
- Safety and liability issues
- Bad orders
- Revenue ton miles statistical reporting
- Gross ton miles statistical reporting

III. Common Requirements for Haulage Agreements

- Embargos
 - Power (locomotives/servicing)
 - Horsepower hours equalization
 - Equipment health
 - Hazardous materials
 - Acts of God
 - Fuel
 - Service design
 - Blocking
 - Recrews (training/certification)
 - Diversions
 - Damage
 - Service standards
 - Setbacks
 - Train line-up
 - Invoice billing issues
 - Dimensionals
 - AEI feeds
 - Customer specific or commodity specific or open-ended
 - Load/empty equalization
 - End of train devices (EOTs)
 - Escalation protocols
 - Notification parties
 - Handling haulage moves at locations other than what is in the haulage agreement
 - TOL Rule 15
 - Event reporting
 - Providing shipment location/status to customer and equipment owners
 - Management of empty assets in pipeline
 - Mileage allocation
 - Mileage equalization for private equipment
 - TTX allocation
 - Interchange point (operating and reporting)
 - Haulage waybill routing
 - Accessorial charges (i.e., reciprocal switches)
 - Impact to other agreements
 - Arbitration
 - Any similar items
5. HR Carrier and HM Carrier should provide data prior to interchange identifying haulage equipment in the EDI 418 consist. It is recommended to include the IMA segment with the HM qualifier in the advanced consist.
6. Any special empty car handling arrangements should be included.

It should be clear from the agreement which car service rules apply and how they are interpreted in this situation. In some cases, the two parties may make a bilateral agreement that, for those two parties only, alters the normal empty car handling arrangements according to the service rules. The specifics of such an agreement should be carefully described. Of course, these bilateral agreements may not impact the non-participants.

IV. Waybill Information Exchange Guidelines

A. Purpose

In all types of haulage, the HR Carrier 1) is responsible for receiving the shipping instructions from the customer and preparing the waybill for the shipment or 2) receives the waybill from the origin linehaul carrier via F&S. However, the HM Carrier also needs certain shipment information, which differs depending on the type of haulage, in order to:

- recognize that the shipment is to be handled under the haulage agreement
- develop the trip plan and direct the handling of the shipment

The HM Carrier does not receive the waybill through F&S (unless, rarely, it also participates in another part of the route as a linehaul carrier).

The waybill information necessary for haulage should be provided via the 417 transaction set. In many cases the haulage agreement will not provide the HM Carrier access to customer information or other sensitive commercial information. In these cases, this sort of information should be masked before the 417 is sent.

B. HR Carrier Send Haulage Waybill to HM Carrier

1. Description

Instructions from HR Carrier to HM Carrier specifying how to move equipment will be conveyed in the EDI417 Transaction Set. The haulage EDI417 will not be routed to trading partners via the Railinc Forward & Store System. Instead, the haulage EDI417 will be sent via the Railinc Message Switch or by direct communications.

In cases where full waybill Information is not to be shared, the HR Carrier sends a modified version of the regular waybill, primarily consisting of movement instructions, with customer specifics and other sensitive information masked.

Required billing Information to be included in the haulage EDI417:

1. An IMA (Interchange Movement Authority) data segment with the code value of 'HM' in IMA-01 and the HR Carrier road mark in IMA-02 will identify the shipment as Haulage as well as identify the HR Carrier.
2. The haulage origin, defined as the location where the shipment will begin movement on the HM Carrier, will be shown in the F9 (Origin Station) data segment.
3. The haulage destination, defined as the location where the shipment will cease movement on the HM Carrier, will be shown in the D9 (Destination Station) data segment. In some circumstances there may be a requirement for the true shipment destination to be shown instead to support the blocking of run-through trains to another line haul carrier.

IV. Waybill Information Exchange Guidelines

4. The haulage shipment route will include the identification of the HR Carrier and HM Carrier in the R2 (Route Information) data segment, at R2-02. Code values to be used are 'H' (HR Carrier), and 'M' (HM Carrier). When a Haulage shipment is destined to a location on a rail carrier beyond the HM Carrier, this carrier must also be included in the route data segments following the HM Carrier. This will inform the HM Carrier to whom the equipment should be given at end of Haulage territory.
5. Shipper name may be disguised with Haulage Rights SCAC in the Shipper Name data segment, such as 'CSXT HAULAGE', unless data is required by an Origin Switch HM Carrier, hazardous materials shipment, or customs. In that case the actual shipper's name is to be shown in the Shipper Name data segment.
6. Consignee and Care of Party names may also be disguised with Haulage Rights SCAC in the Shipper Name data segment, such as 'CSXT HAULAGE', unless this data is required by the HM Carrier to switch the equipment to the consignee at destination for the HR Carrier, hazardous materials shipment, or customs.
7. All other information normally required to move the shipment safely and expeditiously must also be provided. This includes the shipment STCC, Weight, Hazardous Materials information, and any Special Handling Instructions.

V. Event Information Exchange Guidelines

A. Purpose

The transmission of movement events occurring on the HM Carrier must be worked out between the carriers to:

- Get the required event information to the HR Carrier so it can support the customer and carry out any responsibilities it has for car hire and other "non-customer" activities (i.e., car hire, taxes, demurrage, regulatory reporting, customs, safety, bad orders, operating statistics reporting, and embargos) under the haulage agreement.
- Have the appropriate information available at Railinc for work done there to support a) tracing and b) any of the "non-customer" activities.
- Avoid reporting different information for the same event by two carriers, which could result in improper assignment of car hire liability within the Liability Continuity System.

Note: Prior notification of interchange is covered in [VI. Advance Consist Exchange Guidelines](#) on page 26. Use of the 418 transaction set is addressed there.

B. HR Carrier Requirements

For all types of haulage, the HR Carrier is the responsible party to the customer and has an interest in events for haulage movements on the HM Carrier.

There are several other situations of haulage which make it necessary that the HR Carrier have knowledge of car movement events, including placing those events in its databases.

- a) When HR Carrier is responsible for car hire and/or other "non-customer" activities.

In those cases where the HR Carrier is to pay the car hire incurred in the haulage movement to the car owner, it must have access to the interchange and locating events of the equipment handled in its behalf under haulage to produce the appropriate car hire payments via the Car Hire Data Exchange (CHDX) application. In addition, the Junction Advice produced by Railinc must show the interchange events as being between the HR Carrier and other linehaul or switch carriers to be consistent with the car hire payments via the Car Hire Data Exchange (CHDX) application from the HR Carrier.

In addition to the monthly car hire payments via the Car Hire Data Exchange (CHDX) application, the periodic review of loaded versus empty car miles of private equipment uses the carrier's own car accounting data base under the car mile equalization process. In that the HR Carrier is the recipient of the loaded revenue and is the payor of both the loaded and empty car miles, it must provide the data for the analysis. The HR Carrier would have to furnish applicable mileage to all private equipment owners.

Possible responsibilities under the haulage agreement for other "non-customer" activities also make it necessary for the HR Carrier to be knowledgeable of events on the HM Carrier.

- b) When HR Carrier is NOT responsible for car hire and/or other "non-customer" activities. (HM Carrier maintains all responsibilities.)

The need for event information by the HR Carrier under this haulage arrangement would be based upon what the HR needs to support CLM messages it sends to customers and whatever requirement it might have to base its production of a collect freight bill on the cycle event of actual or constructive placement. These event notifications could be classified as "real time" to support these customers and carrier requirements.

C. Railinc Central System Requirements

Current haulage event reporting practices include a special interchange delivery reporting (TRAIN10/31 alpha) and special event reporting (Haulage Start/Stop) notifying the central (Railinc) system that subsequent movement events reported should appear as movements on the railroad indicated as the HR Carrier railroad in the haulage agreement.

The special reporting controls events in this way until the equipment is interchanged to a party not involved in the haulage move or the haulage stop event is reported or the load/empty status changes or 60 days has elapsed since the start of the haulage movement. For selected haulage situations, it enables TRAIN II to both a) support the car hire and other "non-customer" responsibilities of the HR Carrier or HM Carrier, depending on the haulage agreement, and b) show the HR Carrier as the carrier for the haulage movement events. It also precludes registration of both HR Carrier and HM Carrier interchanging with the next carrier in the route at all applicable locations.

Depending on the haulage agreement arrangements, Railinc may or may not have to recognize that the events actually occurred on the HM Carrier rather than the HR Carrier.

- a) When HR Carrier is responsible for car hire and/or other "non-customer" activities.

If per the haulage agreement the HR Carrier is responsible for every "non-customer" activity supported by Railinc while the equipment is on the HM Carrier, then Railinc only needs to associate the movement events with the HR Carrier.

For example, the process of loaded versus empty car mile equalization adjustments to the multi-level cars used in the Reload Project are based upon Railinc's car cycle records reflecting the movement of the cars over the car hire payor. Thus, the Railinc records must reflect the movement of both loaded and empty multi-level equipment as being the HR Carrier when that carrier is responsible for the car hire payments.

On the other hand, if the HM Carrier has any responsibility to support any "non-customer" activity in any of these areas, the (Railinc) central system needs to be able to associate the events with the HM Carrier as well as the HR Carrier.

- b) When HR Carrier is NOT responsible for car hire and/or other "non-customer" activities. (HM Carrier maintains all responsibilities.)

Even when not responsible for car hire, etc., the HR Carrier still is the carrier of record for the customer and should show on any tracing data provided by Railinc. So, the Railinc database would need to identify both the HR Carrier and HM Carriers with the events.

For example, when haulage agreements specify the HM Carrier to be responsible for paying the car hire incurred by the haulage move, the Railinc cycle records and the HM Carrier's movement records must support the car hire payments via the Car Hire Data Exchange (CHDX) application to the car owner. Also, the Junction Advices to the car owner must show as being with the HM Carrier. As long as TRAIN II is able to support the "non-customer activities" properly, the interchange with other linehaul and switch carriers may be shown in TRAIN II as being with the HM Carrier or HR Carrier, depending on the specifics agreed to by the two carriers.

More detail on haulage event reporting can be found in the TRAIN II manual.

D. Use of TRAIN10/31A to Report Haulage

1. Description

The process of the HM Carrier event reporting being converted into HR Carrier events by TRAIN II is available today. Current haulage event reporting practices include TRAIN10/31 alpha and haulage start/stop events. These events notify the central system that subsequent movement events reported by the HM Carrier should appear as movements on the railroad indicated as the HR Carrier in the agreement referenced by the TRAIN10/31 or haulage start message.

By using a TRAIN10/31 alpha message, TRAIN II is informed that equipment is being interchanged in a haulage move. TRAIN II then converts that reporting into a masked interchange or arrival/departure, and then converts all subsequent reporting from HM Carrier to HR Carrier events. The information requirements of the HR Carrier are satisfied with the receipt of TRAIN 76 messages.

The special reporting controls events in this way until the equipment is interchanged to a party not involved in the haulage move, a haulage stop event is reported, the load/empty status changes or 60 days pass.

2. Example

	<u>EVENT</u>	<u>LOC</u>	<u>FROM ROAD</u>	<u>TO ROAD</u>	<u>REPORT ROAD</u>
1.	RLOD	1	HR		HR
2.	DFLC	1	HR		HR
3.	ARIL	2	HR		HR
4.	DFLC	2	HR		HR
5.	ARIL	3	HR		HR
6.	ICHD	3	HR	HM	HR via TRAIN31A
7.	ARIL	3	HR	HM	HR
8.	ICHR	3	HR	HM	HM via TRAIN31A
9.	DFLC	3	HR	HM	HM
10.	DFLC	3	HR		HM
11.	ARIL	4	HR		HM
12.	DFLC	4	HR		HM
13.	ICHD	5	HM	HR	HM

	<u>EVENT</u>	<u>LOC</u>	<u>FROM ROAD</u>	<u>TO ROAD</u>	<u>REPORT ROAD</u>
14.	ARIL	5	HR	HR	HM
15.	ICHR	5	HM	HR	HR
16.	DFLC	5	HR	HR	HR
17.	DFLC	3	HR		HR
18.	...				

E. Use of Haulage Start and Stop Events to Report Haulage

1. Description

When a haulage movement begins on the haulage movement carrier, the start of haulage trigger can be a special movement event. By using a haulage start event, TRAIN II is informed that equipment is being moved under haulage. TRAIN II then generates an interchange between the HM Carrier and the HR Carrier and converts all subsequent reporting from HM Carrier to HR Carrier events. The information requirements of the HR Carrier are satisfied with the receipt of TRAIN 76 messages.

The special reporting controls events in this way until the equipment is interchanged to a party not involved in the haulage move, a haulage stop event is reported, the load/empty status changes or 60 days pass.

2. Example

	<u>EVENT</u>	<u>LOC</u>	<u>FROM ROAD</u>	<u>TO ROAD</u>	<u>REPORT ROAD</u>
1.	HSTR	1	HM		HM
2.	ICHD	1	HM	HR	GENERATED
3.	RLOD	1	HR		HM
4.	DFLC	1	HR		HM
5.	ARIL	2	HR		HM
6.	DFLC	2	HR		HM
7.	ARIL	3	HR		HM
8.	ICHD	3	HM	HR	HM
9.	ARIL	3	HR	HR	HM
10.	ICHR	3	HM	HR	HR
11.	DFLC	3	HR	HR	HR
12.	DFLC	3	HR		HR
13.	ARIL	4	HR		HR
14.	DFLC	4	HR		HR
15.	ARIL	5	HR		HR
16.	PACT	5	HR		HR

VI. Advance Consist Exchange Guidelines

A. Purpose

Whenever a movement is physically interchanged from one carrier to another in a haulage situation (HR-HM, HM-HR, LH-HM, or HM-LH), the receiving carrier needs to know that the equipment is being moved or will be moved under a haulage agreement.

The information exchanged should show all the equipment that will be physically interchanged, their standing order, and identify the haulage equipment.

The carrier receiving the information about the equipment to be delivered will use that information:

- to identify requirements and content for interchange reporting and
- to identify which carrier to look for any missing haulage waybill information

B. Use of 418 Transaction Set

Situation 1: HR Carrier Delivering to HM Carrier

The following information would be provided by the HR Carrier to the HM Carrier:

A. An IMA (Interchange Movement Authority) data segment with the code value of 'HM' in IMA-01, and the HR Carrier road mark in IMA-02 must be provided for each Haulage equipment in the EDI418. This will assist the HM Carrier in obtaining billing instructions in cases where none exist.

B. Shipper and Consignee Name information may be disguised if not required at Origin/destination by the HM Carrier.

C. All other information normally required to move the shipment safely and expeditiously must be provided, i.e., Hazardous Material Information, STCC, Weight, etc.

Situation 2: HM Carrier Delivering to LH Carrier

The HM Carrier would send the 418 to the LH carrier showing all the cars that will be physically interchanged in their standing order position. Those cars that belong under the haulage agreement will include an IMA segment with the above information.

That LH carrier will use that haulage indicator to identify which carrier it should look to for any missing waybill information.

Situation 3: LH Carrier Delivering to HM Carrier

The LH Carrier will send the 418 to the HM Carrier prior to the delivery. This 418 will show all the cars that will be physically interchanged and their relative standing order.

C. Example

The BNSF would provide the UP the following information in an EDI 418 to move an equipment in Haulage from St. Louis to Houston and hand back to BNSF. In addition to other pertinent information normally provided for the safe movement of the equipment, the following information is required:

BAX*766800*Y*139*960622*0900*TRAIN ID*766800
W1*TAG OR BLOCK
W2*SP*123456*4024115*RR*L*109
W3***BNSF HAULAGE*HOUSTON*TX
IMA*HM*BNSF
W4*BNSF HAULAGE***ST LOUIS*MO
W5*BNSF*ESTL*UP*HUSTN*BNSF

ID's Haulage Shipment

VII. Handling Haulage in Embargo Guidelines

A. Recommendations for Embargo Situations

1. Haulage rights carrier would participate in the Embargo issued by the haulage movement carrier.
2. Use a special handling code of 'EB' to indicate an embargo hold on forwarded waybills.
3. Haulage rights carrier suppresses haulage bill.
 - a. Upon receipt of permit, haulage rights carrier will issue haulage bill with embargo number and permit number.
4. If the original haulage bill has already been sent to the haulage movement carrier, upon receipt of the Tier II 824, the haulage rights carrier will notify the haulage movement carrier of an embargo by sending a haulage bill using the ZC1 segment and a special handling code of 'EB'.
 - a. Upon receipt of permit, haulage rights carrier will issue haulage bill with embargo number and permit number.